

January 22, 1970

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Central Intelligence Agency
Washington, D. C. 20505

Dear Sir:

In accordance with your request of January 12, 1970 for an informal proposal estimate for a motorized movable shelving system in the areas we surveyed with you, we are pleased to submit herewith a tentative proposal based upon our Lundia motorized PULLSPACE. This of course is not to be construed as a firm and binding quotation.

Some of the significant benefits provided by our motorized PULLSPACE are:

- (1) Provides shelving capacity of approximately 155,000 cubic feet as opposed to your existing capacity of approximately 104,730 cubic feet.
- (2) This is an increase in capacity of approximately 50,000 cubic feet, which is a 48% increase.
- (3) Provides cost avoidance by incorporating existing shelving into our system.
- (4) Provides the maximum safety for your users because of the following features:
 - a. Equipment is safe - danger of electric shock is virtually eliminated. Lundia Power Glide PULLSPACE is engineered to operate on only 24 voltage current.
 - b. Safe - because movement of the units are under control of the operator at all times--units move only when a starter button is depressed; units stop when it is released.
 - c. Safe - primary safety loop across every aisle.
 - d. Safe - secondary safety lines on every movable.
 - e. Safe - movable units cannot be tipped over because they are equipped with an anti-tilt device. See EXHIBIT VII (Drawing No. 91231) for details.

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- f. Safe - an additional inherent anti-tilt deterrent is the overhead Conduit Arm Assembly attached to each movable unit. See EXHIBIT VII (Drawing No. 1099-6-904).

(5) Service features -

- a. Service by professionally trained Lundia personnel.
- b. Service on a 24 hour basis by Lundia personnel.
- c. Emergency on the spot service through your maintenance personnel trained at our expense.
- d. Additional service available through contractors in your immediate area designated by you and trained by us at our expense.
- e. Training of operating personnel and maintenance personnel by our professional staff.
- f. Written operating instructions provided.

The following exhibits support this proposal and are an integral part thereof:

EXHIBIT I - Brochures Illustrating Motorized FULLSPACE.

- (1) Basic FULLSPACE Literature.
- (2) Motorized FULLSPACE Literature.
- (3) Actual Motorized FULLSPACE Installation - X-Ray Files.
- (4) FULLSPACE Installation Housing Record Boxes.
- (5) Elementary FULLSPACE Specifications.

EXHIBIT II - List of Users.

EXHIBIT III - Equipment List.

EXHIBIT IV - Technical Information.

EXHIBIT V - Features.

EXHIBIT VI - Floor Plan.

EXHIBIT VII - Anti-Tilt Provisions.

EXHIBIT VIII - Service and Warranty.

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Because of the short time we have had to develop our cost figures, they are of necessity very rough and probably higher than our final quotation will be. We do plan to utilize all existing shelving, but the exact quantity that will be in condition to be used is still an unknown factor. Remember, also, that our prospective subcontractors were not permitted to inspect the site.

The informal proposal estimates based on our Lundia motorized FULLSPACE is as follows:

FLOOR CONCRETE & TILE - \$68,000.00

(Includes chipping existing tile, add epoxy binder, laying concrete 2½" thick (in each 20' x 80' bay - 160 sq. ft. 3,000 lbs., and 1,440 sq. ft. 3,000 lbs.), laying 3/16" vinyl asbestos tile).

ERECTION LABOR - \$95,000.00

MOTORIZED FULLSPACE HARDWARE INCLUDING LIGHTING - \$ 630,000.00

USE OF EXISTING SHELIVING *

*The value of this shelving is completely depreciated, however; its utilization has been taken into consideration in our quotation.

TOTAL ESTIMATE - \$ 793,000.00

Price estimate if contracted for as separate sections:

SECTION A - \$ 192,500.00

SECTION B - \$ 205,000.00

SECTION C - \$ 191,000.00

SECTION D - \$ 205,000.00

Initial delivery of enough equipment for one approximately 1,600 sq. ft. area can be made in 75 days after receipt of order and complete delivery and installation of entire job could be made in 9 months after receipt of order.

This completion time could be extended to coincide with the requirements of your operation. Our dependability on delivery commitments has been proven by performance in the many FULLSPACE installations now in use in this area including one large motorized FULLSPACE order which was delivered and installed on a short schedule date in your agency. D. N. Owens Company, the local Lundia sales agent, has been in business since 1911 and has an established record of dependability.

You would, I am certain, on contracts of this magnitude want to inspect a manufacturers facilities and assure yourself of their capacity to perform. With this thought in mind, we extend to you the invitation to visit our plant in Milan, Illinois and see the manufacture of our motorized FULLSPACE.

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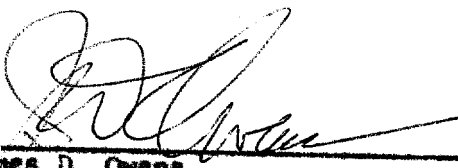
January 22, 1970

We hereby offer to furnish a Dun & Bradstreet report on Lundia, Myers Industries, Incorporated to further assure you of our capacity to perform.


Thanks for this opportunity to be of service to you.

Sincerely yours,

D. N. OWENS COMPANY
Agents for Lundia, Myers Industries, Inc.



James D. Owens
President



Hood van den Arend
Government Sales Manager for Lundia,
Myers Industries, Inc.

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